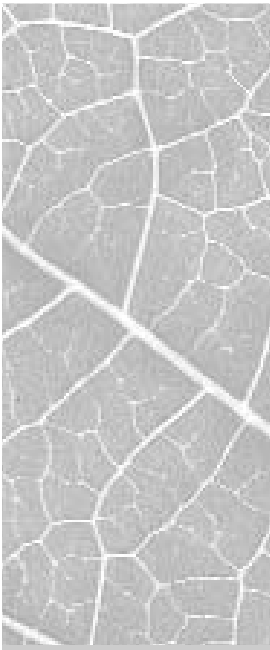




**CHANGE FOR THE  
BETTER WITH  
ENERGY STAR**



EPA's ENERGY STAR® is a voluntary partnership between organizations, businesses, consumers, and government, united in the pursuit of a common goal: to protect our environment for future generations by changing to energy-efficient products and practices today.

In 2001 alone, ENERGY STAR helped businesses, schools, government institutions, and consumers save more than \$6 billion in energy costs while reducing greenhouse gas emissions equivalent to those of about 12 million cars.

If your organization would like to learn how efficiently your buildings perform, how to remodel existing buildings to improve their energy efficiency, or how to purchase energy-efficient products, ENERGY STAR can help.

Visit [www.energystar.gov](http://www.energystar.gov), or call the ENERGY STAR Hotline at 1-888-STAR-YES (1-888-782-7937).

**Would you like to receive technical assistance on how to improve the energy performance of your buildings? Find out how to bulk purchase ENERGY STAR® qualified products? Learn about the process and benefits of benchmarking your portfolio of buildings? Explore the financing options for energy efficiency projects? And more?**

The US Environmental Protection Agency's ENERGY STAR invites you to participate in one or more presentations delivered via conference call and the Internet. You can view the slide presentation and participate individually using your own computer and office phone, or gather interested colleagues together around one phone and computer. During the presentation, you can discuss your questions with energy and financing expert consultants. There is no cost for participation.

Seven presentations, lasting from 30 to 60 minutes, are now available as described below.

## **ENERGY STAR—An Overview**

This descriptive presentation offers a broad introduction to ENERGY STAR. The Overview focuses on energy-efficient solutions that not only save money, but also protect the environment for future generations. During this 30 to 45 minute session, participants are introduced to products, services, and tools used to implement and promote ENERGY STAR. Target audience: public/private K-12 schools, colleges and universities, state government, and local government.

## **Money for Your Energy Upgrades**

This one-hour presentation focuses on financing energy upgrades despite tight capital budgets. Topics include (1) cost savings from energy upgrades, (2) the costs of delaying such upgrades, (3) traditional and non-traditional financing methods, and (4) the financing scheme most appropriate for your institution. Target audience: financial decisionmakers/facility managers in state and local governments, K-12 schools, and colleges and universities.

## **The Cash Flow Opportunity (CFO) Calculator**

Are your energy efficiency projects competing with other capital budget projects for funding or being delayed due to lack of capital? Are you frustrated because decisionmakers may not appreciate the urgency of installing energy efficiency equipment or understand why this is an excellent business decision? If so, you will find this presentation particularly valuable.

This 60-minute session focuses on using operating budgets as a potential "source of revenue" to pay for energy efficiency projects. The Cash Flow Opportunity (CFO) Calculator is an interactive model built on a Microsoft Excel® platform. The calculator helps quantify the cost of delaying investment in upgrades by addressing three critical questions:

- (1) How much new energy efficiency equipment can be purchased from the anticipated savings?
- (2) Should this equipment purchase be financed now, or is it better to wait and use cash from a future budget?
- (3) Is money being lost by waiting for a lower interest rate?

The CFO Calculator is designed so that managers who are not financial specialists can use it to make informed decisions, yet it is sophisticated enough to satisfy financial decisionmakers. Target audience: financial decisionmakers and facility managers in the public and private sectors, lending institutions, and energy service providers.



### **Benchmarking Tool/Portfolio Manager**

Portfolio Manager is a 45-minute presentation on EPA's Web-based software that allows users to calculate the energy efficiency of their office or K-12 building from a national perspective. Participants view some of the key screens that users encounter and learn how to enter data either through the Web or a downloadable template. Buildings that are among the top 25 percent nationwide in terms of energy performance and maintain an indoor environment conforming to industry standards can qualify to receive the ENERGY STAR. Target audience: office building owners, facility and energy managers, and K-12 school officials.

### **Cost Savings Through ENERGY STAR Purchasing**

Purchasing products that qualify for the ENERGY STAR can substantially reduce your organization's energy use and costs. Cost Savings Through ENERGY STAR Purchasing is a 30-minute presentation on the broad range of products carrying the ENERGY STAR label. The presentation describes (1) the support EPA provides to facilitate energy-efficient purchasing; (2) guidelines that define energy efficiency for numerous products; (3) drop-in procurement language for stipulating energy-efficiency attributes to vendors; (4) lists of energy-efficient products; and (5) energy savings software that calculates the life cycle costs of ENERGY STAR qualified products and their less efficient counterparts. Target audience: purchasing officials, energy and sustainability officers, and budget/financial officials.

### **The Five-Stage Approach to Building Upgrades**

This 45-minute presentation covers the major steps in implementing energy upgrades in buildings: (1) planning, benchmarking, and developing an energy usage baseline; (2) the five-stage integrated approach to upgrades; and (3) communicating success. The Five-Stage Approach focuses on building tune-ups, lighting, load reductions, distribution systems, and heating and cooling systems. Target audience: facility managers in K-12 schools, colleges and universities, and state and local governments.

### **Achieve Energy Performance Goals for New Building Design**

This 45-minute presentation describes how to use ENERGY STAR's software tool Target Finder, and how it complements energy simulation modeling and the LEED rating system. Target Finder yields an annual energy use score, given basic inputs about building characteristics and occupancy. Strategies are presented that will illustrate how building owners and designers can readily evaluate and achieve energy-based design targets. Decisionmakers will learn how to set realistic goals for energy use and compare simulated results to their target. Designers will see how to compare energy simulation results to top performing buildings using Target Finder.

### **Monitor Power Management**

This 30-minute presentation describes a new ENERGY STAR offering that is helping organizations realize the enormous potential energy savings available from proper power management of computers and monitors. EPA now offers educational outreach materials and an innovative software tool that enables monitor power management from a central location. Typical energy savings for an organization with 1,000 computers are 380,000 kWh/year. Target audience: upper management, IT managers, facility/energy managers at large PC-intensive organizations such as government, colleges and universities, and large corporations.

### **To View a Calendar or To Register**

Visit [http://www.energystar.gov/index.cfm?c=business.bus\\_internet\\_presentations](http://www.energystar.gov/index.cfm?c=business.bus_internet_presentations)